

# Missouri Economic Development Academy

SESSION 1: SALES 101    APRIL 28-29, 2005

## Application Form



The Missouri Economic Development Academy is quarterly series of seminars designed to enhance the project management skills of community economic development staff as well as develop a uniform method to handle projects. Participation is open to all economic developers in Missouri; however, the Academy is specifically designed to enhance the success of smaller communities who often lack the array of resources available to programs in major metropolitan areas.

Attendance will be limited to 30 people.

Session 1 will be held on April 28-29, 2005 in Room 400 of the Harry S Truman Building in Jefferson City. We will begin at 10:30 a.m. on the 28th and end at noon on the 29th. Registration includes materials, lunch and breaks.

Session topics include:

- ✧ RFI vs. RFP – what's the difference?
- ✧ "I got one! Now what?" – responding to a project request
- ✧ Working with state agency staff, utilities and other partners
- ✧ Sources of data
- ✧ Site visit protocols
- ✧ Incentive negotiations
- ✧ Interactive session with two national site consultants

Cost: \$40.00 per person

*Deadline for application is April 15, 2005*

**YES!** Please accept my application to attend the April 28-29 Missouri Economic Development Academy

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_, MO Zip: \_\_\_\_\_

Phone: (\_\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_\_) \_\_\_\_\_

Email: \_\_\_\_\_

Payment: Enclosed is \$40.00 (make checks payable to "Hawthorn Foundation")

**Send to:**

Sharon Gulick  
Business Development & Trade  
Missouri Dept. of Economic Development  
P.O. Box 118  
Jefferson City, Missouri 65102  
Phone: (573) 751-4892  
Email: sharon.gulick@ded.mo.gov

**Please tell us a little about yourself:**

How long have you been in the economic development field?  
\_\_\_\_\_ years

How long have you been in your current position? \_\_\_\_\_ years

Have you attended:

\_\_\_\_ BEDC  
\_\_\_\_ EDI  
\_\_\_\_ NDC courses

Do you belong to:

\_\_\_\_ MEDC  
\_\_\_\_ IEDC  
\_\_\_\_ SEDC